# Salik Muhammad Ali

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Supply Chain specialist with more than two years' experience working in procurement. At present, leveraging an MBA from Iqra University with a concentration in Supply Chain to add value to the procurement function at one of Karachi's leading organizations in the healthcare sector. Looking to diversify experience by working in supply chain and logistics for a local or foreign manufacturer of consumer goods.

#### Education

**Iqra University** | Karachi, Pakistan | 2014 Master of Business Administration | Major: Supply Chain Management CGPA: 3.11

**University of Karachi** | Karachi, Pakistan | 2011 Bachelor of Commerce

Chartered Institute of Management Accountants | 2010 Certified Professional in Business Accounting and Financial Operations

## Professional Experience

South City Hospital Senior Procurement Officer (Jan 2016 – Sep 2018)

- Lead the procurement of medical equipment and supplies managing a budget of about PKR 60 million (~USD 570,000) for new equipment and replacements; moreover, ensure that the highest standards of quality are upheld to maintain the hospital's reputation as an international-level service provider. This includes:
  - Managing the process of vendor selection: issuance of RFQ, assessing quotes and selecting
    a final vendor in a transparent manner while keeping in mind the specific requirements of the
    end user.
  - Establishing and negotiating contract terms and conditions with vendors and suppliers.
  - Maintaining a close liaison with the end user departments to ensure that their needs are escalated and addressed in a timely manner.
  - Liaising with leading suppliers in the industry to keep updated on innovations in key product categories, potential fluctuation in prices, and anticipated issues with availability.
- Manage procurement of all administrative supplies for the hospital
- Maintain a turnaround time of 48 hours on demand requisitions; well ahead of a target of 6 days.
- Managed the setup of a new Outpatient department featuring clinics for a diverse group of specialists and general physicians

#### Pak Petrochemical Industries

## Marketing Executive (October 2014 - May 2015)

- Analyzed the performance of the organization in relation to its competitors in the cold storage packaging solutions category by conducting a market study.
- Prepared a marketing plan for XPS boards for cold storage. The plan was approved by the management and later implemented.
- Increased market awareness of the XPS product by directly engaging with prospective buyers and making product presentations.

#### Research

- Analyzed the supply chain framework of Naveena Denim, part of the Naveena Group of Industries, and identified opportunities for streamlining and improvements in the process.
- Analyzed the logistics management at Shan Foods, the leading Pakistani producer of spice mixes.
- Studied the marketing management strategy of Sanofi-Aventis, a global leader in healthcare products.
- Conducted an analysis of the financial strength and sustainability of Fauji Cement Company
   Ltd.
- Studied the impact of Exchange Rate of Dollar on the Price of Gold in Pakistan.

### Professional Skills and Languages

- Advanced understanding of Enterprise Resource Planning
- Advanced understanding of Microsoft Office
- Basic understanding of SAP Supply Chain
- Fluent in English, Sindhi and Urdu